From:	Robert Lawrence Kuhn <rlkuhn@me.com>
To:	Benad Goldwasser <benadgold@gmail.com>
CC:	Ehud Barak <ehbarak1@gmail.com>
Date:	Fri, 7/24/2015 1:37:54 AM
Subject:	Re: letter from Mr. CAI (SAIL), thank you!

Hi Benad:

I must return to the US on August 28 - US speeches in September (and President Xi's state visit). My next trip is in mid October - after China's national holiday week.

It'd be good for you to go to Shanghai in early September - unless they can come to Israel sooner. We'll keep in touch closely during your visit (or their visit). By not being there, it would be easier for me to be a "re-entry", if needed.

As noted, early on we should get a good sense of what they are thinking. Shanghai's new mandate in science and technology, particularly biotech/medical/healthcare, could be a game-changer. We'll see.

Warm regards,

Robert

> On Jul 23, 2015, at 2:26 PM, Benad Goldwasser <benadgold@gmail.com> wrote:
>
> Hi Robert
> Thank you for your rapid reply. I have to be in Paris on Aug 14-18 for business meetings.
> I prefer traveling to Shanghai in September. Do you plan on being there anytime in September?
> Warm Regards
> Benad
>
> Sent from my iPhone
>
> On 23 2015 ביולי, at 20:37, Robert Lawrence Kuhn <rlkuhn@me.com> wrote:
>
>> Benad:
>>
>> Not unexpected. The benefit of Shanghai is you meet all the players and get a more rapid assessment of reality, as well as bring everyone onto the same page regarding Israel, technologies, structure, etc. The fact that they specifically say 'deep discussion' of the MOU in Shanghai is probably correct in that it would best be done in Shanghai, since all the decision makers there. It would be the most efficient way to find out what is real.
>>
>> That said, it is a schlep (and expense), and since Dr. Qu seems to be the key decision maker, he would probably have the authority to give a clear picture in Israel.

So, it's your judgment call. Either can work, though Shanghai does seem a shorter route.

Perhaps a matter of timing. When could you go to Shanghai? When are the likely dates for them to come to Israel. (I will be in Shanghai on Aug. 13 and could be available on Aug, 12 or 14.)

For the past several years, with national support, Shanghai has set four areas that it wants to be a/the world leader - economics, trade, finance, logistics. Importantly, it recently added science and technology. So the timing is excellent.

Best,

Robert

On Jul 23, 2015, at 1:21 PM, Benad Goldwasser <benadgold@gmail.com> wrote:

Hi Robert
Please read the letter we just received. Do you have any suggestions on how we should reply.
Best
Benad

Sent from my iPhone

Begin forwarded message:

From: <jiangyun@cn-sail.com>
Date: 23 19:31:56 בשעה 2015 ביולי GMT+3
To: "Ehud Barak" <ehbarak1@gmail.com>
Cc: "'Benad Goldwasser'" <benadgold@gmail.com>, cxh@cn-sail.com, "'Xidong Sun'" <sxd@cn-sail.com>
Subject: Re: letter from Mr. CAI (SAIL), thank you!

> Dear Mr. Barak and Prof. Goldwasser,
>
> As the further step to promote our collaboration, we would also like to welcome Prof. Goldwaser to come to Shanghai.
>
> If you prefer, we believe that we will also have a deep discussion on the terms of MOU, as well as a good opportunity to learn about Israeli hi-technology in Shanghai with Prof. Goldwasser, instead of going to Israel firstly in the near future.
>
> Either will do for us, as it will be a progress of our potential co-operation (1. Prof. Goldwasser to visit us in

> Shanghai as you previously suggested; or, 2. Dr. Qu and the team to meet you in Israel).
>
> Any suggestions from you will be appreciated.
>
> With Best Regards,
>
> Yun Jiang
>
> Shanghai Alliance Investment Ltd.
>
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>
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